

**SERIAL 08049 C      FILM PROCESSING SERVICES**

**DATE OF LAST REVISION: June 26, 2008**

**CONTRACT END DATE: June 30, 2011**

**CONTRACT PERIOD THROUGH JUNE 30, 2011**

TO:                All Departments

FROM:            Department of Materials Management

SUBJECT:        Contract for **FILM PROCESSING SERVICES**

Attached to this letter is published an effective purchasing contract for products and/or services to be supplied to Maricopa County activities as awarded by Maricopa County on **June 26, 2008**.

All purchases of products and/or services listed on the attached pages of this letter are to be obtained from the vendor holding the contract. Individuals are responsible to the vendor for purchases made outside of contracts. The contract period is indicated above.

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Wes Baysinger, Director  
Materials Management

DL/mm  
Attach

Copy to:        Materials Management  
                    Amie Bristol, MCSO

(Please remove Serial 03049-S from your contract notebooks)

**INVITATION FOR BID FOR:      FILM PROCESSING SERVICES**

**1.0      INTENT:**

The intent of this solicitation is to provide Film Processing Services for the Maricopa County Sheriff's Office and other departments, as needed.

The County reserves the right to add additional contractors, at the County's sole discretion, in cases where the currently listed contractors are of an insufficient number or skill-set to satisfy the County's needs or to ensure adequate competition on any project or task order work.

Other governmental entities under agreement with the County may have access to services provided hereunder (see also Section 2.6, below).

**2.0      TECHNICAL SPECIFICATIONS:**

2.1      Contractor shall furnish all necessary labor, materials, equipment and space needed to complete the work in accordance with these Technical Specifications.

2.1.1      All film processing shall be performed in house or physical facility owned and operated by the Contractor. This is necessary due to security and sensitivity of materials submitted. Exception: slide film and black and white film processing may be processed by a sub-contractor off site. Sub-contractor must comply with specification 2.10.

2.1.2      Process photographic film of all ISO ratings between 25-3200 for all types of color print film including Kodacolor and Fujicolor, all slide films including Kodachrome, Ektachrome, Fujichrome, all black and white film including Ilford Pan, Kodak, Plus -X- Pan, Kodak Tri -X- Pan, Kodak T-Max 100 and 400, Kodak Panatomic-X, in the 110, 120, and 135 formats in 24 and 36 exposure rolls, other types as required.

2.1.3      Produce the following photographic print sizes:  
  
3½"x 5", 4"x6", 5"x7", 6"x9", 8"x10", 11"x14", 16"x20", and other sizes as required.

2.1.4      Lab shall have the ability to do custom printing including dodging, burning, cropping, and push/pull developing and full frame printing. Lab shall have the ability to duplicate slides, copy negatives (color or black and white), inter-negatives, slides from print, and prints 8"x10" contact sheets.

2.1.5      Lab shall have Electronic Media Services reference reproductions of digital images off electronic media such as, CD, DVD, Disks, etc. in various formats, copy negatives to electronic media, copy slides to electronic media, digital image from electronic media to slides (mounted).

2.1.6      Lab shall have the ability to do one-hour color developing and printing.

2.1.7      Routine film processing is not to exceed two (2) days. Processing for special requirements is not to exceed twelve (12) hours.

2.1.8      Prints shall have a glossy or matte finish. Finish will be specified when ordering.

2.1.9      Negatives shall not be scratched or chemical stained.

2.1.10      Lab shall provide weekend service.

2.1.11      No negatives, prints, slides or electronic media may be reproduced or copied by any means for personal use by vendor and its employees or sub-contractors.

2.1.12      Prints shall be cut unless otherwise specified.

- 2.1.13 All negatives shall be cut in strips of 3 unless otherwise specified and must be placed in consecutive order in negative sleeves.
- 2.1.14 All negatives within a roll shall be printed unless otherwise specified.
- 2.1.15 All negatives shall be returned sleeved.
- 2.1.16 Index print of negatives shall be made for each roll of film, CD, DVD, Disk, Compact Flash Card, Memory Card or Memory Stick and negatives must be printed in consecutive order.
- 2.1.17 All slide film shall be mounted unless otherwise specified.
- 2.1.18 All prints from the same negative shall be printed without color shift from print-to-print.
- 2.1.19 All prints shall be returned without chemical stains.
- 2.1.20 Printing (Actual size 1" to 1" to scale in photo.) Tolerance of +/- 1 millimeter.
- 2.1.21 Contractor must be located within 20 miles of 102 West Madison Street, Phoenix, Arizona and provide daily delivery and pick-up of film to all Maricopa County Departments.
- 2.1.22 The Contractor shall provide photographic envelopes for the various County Departments.
- 2.2 Contractor shall provide a contact person for handling of problems, special requests, and instructions regarding film processing and photographic services.
- 2.3 INVOICES AND PAYMENTS:
  - 2.3.1 The Contractor shall submit two (2) legible, not hand written, copies of their detailed invoice with returned, processed film before payment(s) will be made. At a minimum, the invoice must provide the following information:
    - Company name, address and contact
    - County bill-to name and contact information
    - Contract Serial Number
    - County purchase order number
    - Invoice number and date
    - Envelope number with description of contents
    - Payment terms
    - Date of delivery
    - Quantity of envelopes
    - Contract Item number(s)
    - Description of service
    - Pricing per unit of purchase
    - Extended price
    - Total Amount Due

2.3.2 Problems regarding billing or invoicing shall be directed to the using agency as listed on the Purchase Order.

2.3.3 Payment will be made to the Contractor by Accounts Payable through the Maricopa County Vendor Express Payment Program. This is an Electronic Funds Transfer (EFT) process. After Award the Contractor shall fill out an EFT Enrollment form (to be provided by the Procurement Officer) or as located on the County Department of Finance Website as a fillable PDF document ([www.maricopa.gov/finance/](http://www.maricopa.gov/finance/)).

2.3.4 EFT payments to the routing and account numbers designated by the Contractor will include the details on the specific invoices that the payment covers. The Contractor is required to discuss remittance delivery capabilities with their designated financial institution for access to those details.

2.4 TAX:

Tax shall not be levied against labor. It is the Contractor's responsibility to determine any and all taxes and include the same in Contractor's bid price.

2.5 DELIVERY:

It shall be the Contractor's responsibility to meet the proposed delivery requirements. Maricopa County reserves the right to obtain services on the open market in the event the Contractor fails to make delivery and any price differential will be charged against the Contractor.

2.6 STRATEGIC ALLIANCE for VOUME EXPENDITURES (\$AVE):

The County is a member of the \$AVE cooperative purchasing group. \$AVE includes the State of Arizona, many Phoenix metropolitan area municipalities, and many K-12 unified school districts. Under the \$AVE Cooperative Purchasing Agreement, and with the concurrence of the successful Respondent under this solicitation, a member of \$AVE may access a contract resulting from a solicitation issued by the County. If you do not want to grant such access to a member of \$AVE, please so state in your proposal. In the absence of a statement to the contrary, the County will assume that you do wish to grant access to any contract that may result from this Request for Proposal.

3.0 **SPECIAL TERMS & CONDITIONS:**

3.1 CONTRACT TERM:

This Invitation for Bid is for awarding a firm, fixed price purchasing contract to cover a three (3) year term.

3.2 OPTION TO RENEW:

The County may, at their option and with the approval of the Contractor, renew the term of this Contract up to a maximum of three (3) additional years, (or at the County's sole discretion, extend the contract on a month-to-month basis for a maximum of six (6) months after expiration). The Contractor shall be notified in writing by the Materials Management Department of the County's intention to renew the Contract term at least thirty (30) calendar days prior to the expiration of the original contract term.

3.3 PRICE ADJUSTMENTS:

Any requests for reasonable price adjustments must be submitted sixty (60) days prior to the Contract expiration date. Requests for adjustment in cost of labor and/or materials must be supported by appropriate documentation. If County agrees to the adjusted price terms, County

shall issue written approval of the change. The reasonableness of the request will be determined by comparing the request with the Consumer Price Index or by performing a market survey.

**3.4 INDEMNIFICATION**

To the fullest extent permitted by law, Contractor shall defend, indemnify, and hold harmless County, its agents, representatives, officers, directors, officials, and employees from and against all claims, damages, losses and expenses, including, but not limited to, attorney fees, court costs, expert witness fees, and the cost of appellate proceedings, relating to, arising out of, or alleged to have resulted from the negligent acts, errors, omissions or mistakes relating to the performance of this Contract. Contractor's duty to defend, indemnify and hold harmless County, its agents, representatives, officers, directors, officials, and employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, or injury to, impairment, or destruction of property, including loss of use resulting there from, caused by any negligent acts, errors, omissions or mistakes in the performance of this Contract including any person for whose acts, errors, omissions or mistakes Contractor may be legally liable.

The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.

The scope of this indemnification does not extend to the sole negligence of County.

**3.5 INSURANCE REQUIREMENTS**

Contractor, at Contractor's own expense, shall purchase and maintain the herein stipulated minimum insurance from a company or companies duly licensed by the State of Arizona and possessing a current A.M. Best, Inc. rating of B++6. In lieu of State of Arizona licensing, the stipulated insurance may be purchased from a company or companies, which are authorized to do business in the State of Arizona, provided that said insurance companies meet the approval of County. The form of any insurance policies and forms must be acceptable to County.

All insurance required herein shall be maintained in full force and effect until all work or service required to be performed under the terms of the Contract is satisfactorily completed and formally accepted. Failure to do so may, at the sole discretion of County, constitute a material breach of this Contract.

Contractor's insurance shall be primary insurance as respects County, and any insurance or self-insurance maintained by County shall not contribute to it.

Any failure to comply with the claim reporting provisions of the insurance policies or any breach of an insurance policy warranty shall not affect the County's right to coverage afforded under the insurance policies.

The insurance policies may provide coverage that contains deductibles or self-insured retentions. Such deductible and/or self-insured retentions shall not be applicable with respect to the coverage provided to County under such policies. Contractor shall be solely responsible for the deductible and/or self-insured retention and County, at its option, may require Contractor to secure payment of such deductibles or self-insured retentions by a surety bond or an irrevocable and unconditional letter of credit.

County reserves the right to request and to receive, within 10 working days, certificates of any or all of the herein required insurance. County shall not be obligated, however, to review such certificates or to advise Contractor of any deficiencies in such policies and endorsements, and such receipt shall not relieve Contractor from, or be deemed a waiver of County's right to insist on strict fulfillment of Contractor's obligations under this Contract.

The insurance policies required by this Contract, except Workers' Compensation, shall name County, its agents, representatives, officers, directors, officials and employees as Additional Insureds.

The policies required hereunder, except Workers' Compensation, shall contain a waiver of transfer of rights of recovery (subrogation) against County, its agents, representatives, officers, directors, officials and employees for any claims arising out of Contractor's work or service.

3.5.1 Commercial General Liability:

Commercial General Liability insurance and, if necessary, Commercial Umbrella insurance with a limit of not less than \$1,000,000 for each occurrence, \$2,000,000 Products/Completed Operations Aggregate, and \$2,000,000 General Aggregate Limit. The policy shall include coverage for bodily injury, broad form property damage, personal injury, products and completed operations and blanket contractual coverage, and shall not contain any provision which would serve to limit third party action over claims. There shall be no endorsement or modification of the CGL limiting the scope of coverage for liability arising from explosion, collapse, or underground property damage.

3.5.2 Automobile Liability:

Commercial/Business Automobile Liability insurance and, if necessary, Commercial Umbrella insurance with a combined single limit for bodily injury and property damage of not less than \$1,000,000 each occurrence with respect to any of the Contractor's owned, hired, and non-owned vehicles assigned to or used in performance of the Contractor's work or services under this Contract.

3.5.3 Workers' Compensation:

Workers' Compensation insurance to cover obligations imposed by federal and state statutes having jurisdiction of Contractor's employees engaged in the performance of the work or services under this Contract; and Employer's Liability insurance of not less than \$100,000 for each accident, \$100,000 disease for each employee, and \$500,000 disease policy limit.

Contractor waives all rights against County and its agents, officers, directors and employees for recovery of damages to the extent these damages are covered by the Workers' Compensation and Employer's Liability or commercial umbrella liability insurance obtained by Contractor pursuant to this Contract.

3.5.4 Certificates of Insurance.

3.5.4.1 Prior to commencing work or services under this Contract, Contractor shall have insurance in effect as required by the Contract in the form provided by the County, issued by Contractor's insurer(s), as evidence that policies providing the required coverage, conditions and limits required by this Contract are in full force and effect. Such certificates shall be made available to the County upon 48 hours notice. **BY SIGNING THE AGREEMENT PAGE THE CONTRACTOR AGREES TO THIS REQUIREMENT AND FAILURE TO MEET THIS REQUIREMENT WILL RESULT IN CANCELLATION OF CONTRACT.**

In the event any insurance policy (ies) required by this contract is (are) written on a "claims made" basis, coverage shall extend for two years past completion and acceptance of Contractor's work or services and as evidenced by annual Certificates of Insurance.

If a policy does expire during the life of the Contract, a renewal certificate must be sent to County fifteen (15) days prior to the expiration date.

**3.5.4.2 Cancellation and Expiration Notice.**

Insurance required herein shall not be permitted to expire, be canceled, or materially changed without thirty (30) days prior written notice to the County.

**3.6 PROCUREMENT CARD ORDERING CAPABILITY:**

Maricopa County may determine to utilize a procurement card that may be used, from time-to-time, to place and make payment for orders under the Contract. Contractors without this capability may be considered non-responsive and not eligible for award consideration.

**3.7 INTERNET CAPABILITY:**

It is the intent of Maricopa County to utilize the Internet to communicate and to place orders under this Contract. Contractors without this capability may be considered non-responsive and not eligible for award consideration.

**3.8 NO GUARANTEED QUANTITIES.**

The Contractor understands and hereby acknowledges that the County makes no representations nor guarantees the Contractor any minimum or maximum number of units of service to be provided under this Contract

**3.9 ORDERING AUTHORITY.**

3.9.1 Contractors should understand that any request for purchase of materials or services shall be accompanied by a valid purchase order, issued by Materials Management, or by a Certified Agency Procurement Aid (CAPA).

3.9.2 Maricopa County departments, cities, other counties, schools and special districts, universities, nonprofit educational and public health institutions may also purchase from under this Contract at their discretion and/or other state and local agencies (Customers) may procure the products under this Contract by the issuance of a purchase order to the Contractor. Purchase orders must cite the Contract number.

3.9.3 Contract award is in accordance with the Maricopa County Procurement Code. All requirements for the competitive award of this Contract have been met. A purchase order for the products is the only document necessary for Customers to purchase and for the Contractor to proceed with delivery of materials available under this Contract.

3.9.4 Any attempt to represent any product not specifically awarded under this Contract is a violation of the Contract. Any such action is subject to the legal and contractual remedies available to the County, inclusive of, but not limited to, Contract cancellation, suspension and/or debarment of the Contractor.

**3.10 RELATIONSHIPS:**

In the performance of the services described herein, the Contractor shall act solely as an independent contractor, and nothing herein or implied herein shall at any time be construed as to create the relationship of employer and employee, partnership, principal and agent, or joint venture between the County and the Contractor.

**3.11 SUSPENSION:**

In lieu of contract termination, County shall have the right to suspend, without prior notice, the Contractor when Contractor has failed or refused to respond to three (3) requests for bids within a three (3) month period. Reinstatement will be dependent upon the Contractor demonstrating that the cause for the suspension has been corrected. Notice of suspension shall be made in writing or by telephone message to the Contractor or his representative, stating the length of the suspension

and the reason(s) therefore. If suspension is made by telephone, a written confirmation of the suspension will follow within three (3) working days.

**3.12 INQUIRIES AND NOTICES:**

All inquiries concerning information herein shall be addressed to:

Maricopa County  
Materials Management Department  
ATTN: Contract Administration  
320 West Lincoln Street  
Phoenix, Arizona 85003-2494

Administrative telephone inquiries shall be addressed to:

David M. LaFond, Procurement Officer, 602-506-3248  
(lafonddd@mail.maricopa.gov)

Inquiries may be submitted by telephone but must be followed up in writing. No oral communication is binding on Maricopa County.

**3.13 EVALUATION CRITERIA.**

3.13.1 The evaluation of Bids will be based on, but will not be limited to, the following:

3.13.1.1 Compliance with specifications, wherein Respondents shall:

3.13.1.1.1 Provide a tour of their facility to personnel of the Maricopa County Sheriff's Office Crime Lab to demonstrate that they have the facilities and means to meet the listed Technical Specifications; and

3.13.1.1.2 Satisfactorily completing an acceptance test consisting of Respondent processing a roll of film, providing one (1) set of 3"x5" prints in glossy and matte finish, 5"x7" and 8"x10" enlargements of selected images, and printing actual size 1" to 1" to scale in photo. Contractor will receive one (1) roll each of film with the same images for the acceptance test.

3.13.1.2 Price.

3.13.1.3 Determination of Responsibility.

3.13.2 The County reserves the right to award in whole or in part, by item or group of items, by section or geographic area, or make multiple awards, where such action serves the County's best interest.

**3.14 SUBMISSION PRICE CLARITY.**

For reasons of clarity all submissions of pricing (Attachment A) shall be priced in the same unit (size, volume, quantity, weight, etc.) as the bid specifications request. Submissions (bids) failing to comply with this requirement may be declared non-responsive.

**3.15 INSTRUCTIONS FOR PREPARING AND SUBMITTING BIDS.**

Respondents shall provide their Bids as follows:

3.15.1 One (1) original hardcopy.



3.15.2 One (1) CD providing all Bid response documents in Word, Excel (Attachment A) and then all Bid response documents in PDF format.

3.15.3 Respondents shall address bids identified with return address, serial number and title in the following manner:

Maricopa County  
Materials Management Department  
320 West Lincoln Street  
Phoenix, Arizona 85003-2494

**SERIAL 08049-S, Film Processing Services**

3.15.4 Bids must be signed by an owner, partner or corporate official who has been authorized to make such commitments. All prices shall be held firm for a period of one hundred fifty (150) days after the bid closing date.

**3.16 CERTIFICATION REGARDING DEBARMENT AND SUSPENSION**

3.16.1 The undersigned (authorized official signing for the Contractor) certifies to the best of his or her knowledge and belief, that the Contractor, defined as the primary participant in accordance with 45 CFR Part 76, and its principals:

3.16.1.1 are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal Department or agency;

3.16.1.2 have not within 3-year period preceding this Contract been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

3.16.1.3 are not presently indicted or otherwise criminally or civilly charged by a government entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph (2) of this certification; and

3.16.1.4 have not within a 3-year period preceding this Contract had one or more public transaction (Federal, State or local) terminated for cause of default.

3.16.2 Should the Contractor not be able to provide this certification, an explanation as to why should be attached to the Contract.

3.16.3 The Contractor agrees to include, without modification, this clause in all lower tier covered transactions (i.e. transactions with subcontractors) and in all solicitations for lower tier covered transactions related to this Contract.

**3.17 RESPONDENT REVIEW OF DOCUMENTS.**

The Respondent must review its Bid submission to assure the following requirements are met.

3.17.1 **Mandatory:** Bid is submitted as required in Section 3.14, above.

3.17.2 **Mandatory:** Attachment "A", Pricing is enclosed;

3.17.3 **Mandatory:** Attachment "B", Agreement is enclosed; and

3.17.4 **Mandatory:** Attachment “C”, References is enclosed.

3.18 POST AWARD MEETING:

The successful Contractor(s) may be required to attend a post-award meeting with the Using Agency to discuss the terms and conditions of the Contract. This meeting will be coordinated by the Procurement Officer of the Contract.

**COLORMARK, 2212 E. MCDOWELL ROAD, PHOENIX, AZ 85006**

WILLING TO ACCEPT FUTURE SOLICITATIONS VIA EMAIL: YES

ACCEPT A PROCUREMENT CARD: YES

WILL OFFER REBATE (CASH OR CREDIT) FOR UTILIZING PROCUREMENT CARD: NO  
(Payment shall be made within 48 hrs utilizing the Purchasing Card)

HAVE INTERNET ORDERING CAPABILITY: YES 2 % REBATE

PRICING SHEET: NIGPCODE 9153801

**1.0 PRICING:**

**ITEM DESCRIPTION**

**1.1 COLOR DEVELOPING AND PRINT:**

(APPROXIMATELY 65% OF TOTAL DOLLARS EXPENDED.) 135, 126, 110, DISC COLOR PRINT FILM

	<u><b>GLOSSY</b></u>	<u><b>MATTE</b></u>
12 exposure	<u>\$ 7.48 /roll</u>	<u>\$ 7.48 /roll</u>
15 exposures	<u>\$ 7.48 /roll</u>	<u>\$ 7.48 /roll</u>
24 exposures	<u>\$ 7.48 /roll</u>	<u>\$ 7.48 /roll</u>
36 exposures	<u>\$10.03 /roll</u>	<u>\$10.03 /roll</u>
Additional prints at time of developing	<u>\$ 0.31 /print</u>	<u>\$ 0.31 /print</u>
Additional index prints at time of developing	<u>\$ 0.31 /print</u>	<u>\$ 0.31 /print</u>

**1.2 NEGATIVE PROCESSING CHARGES:**

12 exposure	<u>\$ 1.91/roll</u>
15 exposures	<u>\$ 1.91/roll</u>
24 exposures	<u>\$ 1.91/roll</u>
36 exposures	<u>\$ 1.91/roll</u>
120/220 roll film	<u>\$2.39/3.19/roll</u>
4 x 5 sheet film	<u>\$ 3.19/sheet</u>

**1.3 PRINT PRICES AT TIME OF DELIVERY:**

	<u><b>GLOSSY</b></u>	<u><b>MATTE</b></u>
3S (standard square prints)	<u>\$0.23 /each</u>	<u>\$0.23 /each</u>
3R (standard rectangular prints)	<u>\$0.23 /each</u>	<u>\$0.23 /each</u>
4R (extra 35 rectangular prints)	<u>\$0.31 /each</u>	<u>\$0.31 /each</u>
4 x 5 sheet film (B & W)	<u>\$6.20 /sheet</u>	<u>\$6.20 /sheet</u>
Additional prints at time of developing	<u>\$0.31 /print</u>	<u>\$0.31 /print</u>

**1.4 REPRINTS FROM COLOR NEGATIVES:**

	<u><b>GLOSSY</b></u>	<u><b>MATTE</b></u>
Wallet Size (2 Per Sheet)	<u>\$0.92 /each</u>	<u>\$0.92 /each</u>
3R (regular)	<u>\$0.79 /each</u>	<u>\$0.79 /each</u>
4R (extra 35)	<u>\$0.79 /each</u>	<u>\$0.79 /each</u>

**1.5 REPRINTS FROM COLOR SLIDES:**

	<u><b>GLOSSY</b></u>	<u><b>MATTE</b></u>
Wallet Size (2 Per Sheet)	<u>\$0.92 /each</u>	<u>\$0.92 /each</u>
3R (regular)	<u>\$0.79 /each</u>	<u>\$0.79 /each</u>

**COLORMARK, 2212 E MCDOWELL ROAD, PHOENIX, AZ 85006**

**1.6 ENLARGEMENTS FROM COLOR SLIDES:**

	<b><u>REGULAR</u></b>	<b><u>CUSTOM</u></b>
3 1/2 x 5	\$ 0.79 /each	\$ 7.59 /each
5 x 5	\$ 1.19 /each	\$ 7.59 /each
5 x 7	\$ 2.39 /each	\$ 7.59 /each
8 x 8	\$ 5.59 /each	\$11.19 /each
8 x 10	\$ 5.59 /each	\$11.19 /each
8 x 12	\$ 5.59 /each	\$11.19 /each
11 x 11	\$11.99 /each	\$18.39 /each
11 x 14	\$11.99 /each	\$18.39 /each
16 x 20	\$30.39 /each	\$30.39 /each
20 x 30	\$71.99 /each	\$71.99 /each

Note: Custom (i.e., dodge, burn, crop)

**1.7 ENLARGEMENTS FROM COLOR NEGATIVES:**

	<b><u>REGULAR</u></b>	<b><u>CUSTOM</u></b>
3 1/2 x 5	\$ 0.79 /each	\$ 7.59 /each
5 x 5	\$ 1.19 /each	\$ 7.59 /each
5 x 7	\$ 2.39 /each	\$ 7.59 /each
8 x 8	\$ 5.59 /each	\$11.19 /each
8 x 10	\$ 5.59 /each	\$11.19 /each
8 x 12	\$ 5.59 /each	\$11.19 /each
11 x 11	\$11.99 /each	\$18.39 /each
11 x 14	\$11.99 /each	\$18.39 /each
16 x 20	\$30.39 /each	\$30.39 /each
20 x30	\$71.99 /each	\$71.99 /each

Note: Custom (i.e., dodge, burn, crop)

**1.8 SPECIAL SERVICES:**

Copy Negative - Color or B & W	\$6.39 /each
Internegatives	\$6.39 /each
Slide from Print	\$6.39 /each
Push/Pull Process - 4 Stop Max	\$2.15 /each
Contact Sheet - 8 x 10	\$5.40 /each

	<b><u>GLOSSY</u></b>	<b><u>MATTE</u></b>
1" to 1" actual size to scale		
3 X 5	\$ 6.00 /each	\$ 6.00 /each
5 X 7	\$ 7.96 /each	\$ 7.96 /each
8 X 10	\$ 8.76 /each	\$ 8.76 /each
11 X 14	\$15.96 /each	\$15.96 /each
16 X 20	\$22.36 /each	\$22.36 /each

**1.9 COPY PRINT SERVICE (NO NEGATIVE RETURNED):**

Up to 4 x 6	\$ 3.91 /each
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**1.10 KODACHROME, EKTACHROME, FUJICHROME SLIDE PROCESSING (MOUNTED OR UNMOUNTED):**

	<b><u>MOUNTED</u></b>	<b><u>UNMOUNTED</u></b>
20 exposures	\$4.39 /roll	\$3.40 /roll
24 exposures	\$4.39 /roll	\$3.40 /roll
36 exposures	\$5.99 /roll	\$4.55 /roll
12 to 16 exposures	\$4.39 /roll	\$3.40 /roll
40 exposures (1/2 frame)	\$6.80 /roll	\$6.00 /roll
72 exposures (1/2 frame)	\$8.40 /roll	\$7.60 /roll
120/220 Transparency Film	\$8.40 /roll	\$7.60 /roll
Ektachrome 4 x 5, 5 x 7	\$4.40 /roll	\$3.60 /roll

**COLORMARK, 2212 E MCDOWELL ROAD, PHOENIX, AZ 85006**

Sheet Film	<u>\$4.40 /roll</u>	<u>\$3.60 /roll</u>
Duplicate Slides	<u>\$2.00 /roll</u>	<u>\$2.00 /roll</u>

**1.12 BLACK & WHITE SERVICES:**

Processing Charge for 135, 220, 120 for all exposures	<u>\$3.19 /roll</u>
Prints at time of developing	<u>\$0.24 /roll</u>
Sheet film 4 x 5, 5 x 7	<u>\$2.00 /roll</u>
Additional prints at time of developing	<u>\$0.27 /print</u>

**1.13 LACK & WHITE REPRINTS AND ENLARGEMENTS:**

	<b><u>REGULAR</u></b>	<b><u>CUSTOM</u></b>
3 1/2 x 5	<u>\$ 0.79 /each</u>	<u>\$ 5.51 /each</u>
4 x 5	<u>\$ 0.79 /each</u>	<u>\$ 5.51 /each</u>
5 x 7, 5 x 5	<u>\$ 2.39 /each</u>	<u>\$ 5.51 /each</u>
8 x 10, 8 x 8	<u>\$ 5.59 /each</u>	<u>\$ 8.79 /each</u>
8 x 10 Contact Sheet	<u>\$ 5.40 /each</u>	<u>\$ 5.40 /each</u>
11 x 14	<u>\$11.99 /each</u>	<u>\$13.19 /each</u>
16 x 20	<u>\$23.00 /each</u>	<u>\$25.40 /each</u>

Note: Custom (i.e., dodge, burn, crop)

**1.14 MARKUP FOR "RUSH" ORDERS REQUIRED SOONER THAN NORMAL DELIVERY TIMES:**

Less than 12 hours (Reference Section 2.5)	<u>50 %</u>
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**1.15 OTHER SERVICE AND PRICES:**

Memory Card Restore:	<u>\$15.99</u>
Electronic Image Enhancement	<u>\$40.00/ per hour</u>
Photography Services	<u>\$25.00</u>
Color Laser Copies:	
5 x 7	<u>\$ 1.50 /each</u>
8 x 10	<u>\$ 1.60 /each</u>
11 x14	<u>\$ 3.00 /each</u>
16 x 20	<u>\$10.50 /each</u>

1 Hour Processing cost for film and prints:	<b><u>GLOSSY</u></b>	<b><u>MATTE</u></b>
12 exposure	<u>\$10.92 /roll</u>	<u>\$10.92 /roll</u>
15 exposures	<u>\$10.92 /roll</u>	<u>\$10.92 /roll</u>
24 exposures	<u>\$10.92 /roll</u>	<u>\$10.92 /roll</u>
36 exposures	<u>\$14.66 /roll</u>	<u>\$14.66 /roll</u>

Reproduction of Digital Images Off Electronic Media (CD, DVD, Disks):

3 x 5	<u>\$ 0.79 /image</u>	<u>\$ N/C /disk</u>
5 x 7	<u>\$ 2.39 /image</u>	<u>\$ N/C /disk</u>
8 x 10	<u>\$ 5.59 /image</u>	<u>\$ N/C /disk</u>
11 x14	<u>\$11.99 /image</u>	<u>\$ N/C /disk</u>
16 x 20	<u>\$27.99 /image</u>	<u>\$ N/C /disk</u>
Copy negatives to Electronic Media (CD, DVD, Disks)	<u>\$ 2.40 /negative</u>	<u>\$ 9.99 /roll</u>
Copy slides to Electronic Media (CD, DVD, Disks)	<u>\$ 2.40 /slide</u>	<u>\$ 9.99 /roll</u>
Digital Image from disk to color slides (mounted)	<u>\$ 6.39 /image</u>	<u>\$ N/A /disk</u>

**1.16 MOUNTING SERVICES:**

5 x 7	<u>\$ 4.47 /each</u>
8 x 10	<u>\$ 4.47 /each</u>
11 x14	<u>\$ 7.43 /each</u>
16 x 20	<u>\$ 8.79 /each</u>
20 x 30	<u>\$12.79 /each</u>

**COLORMARK, 2212 E MCDOWELL ROAD, PHOENIX, AZ 85006**

**1.17 HOURS OF OPERATION:**

M-F: 8:00 AM to 6:00 PM  
SA: 9:00 AM to 2:00 PM

**1.18 AFTER HOURS CONTACT PERSON:**

**NAME:** Paul Scotti **PHONE:** (480) 220-0563 (Production Manager)

Terms:	1% 10 Days Net 30
Vendor Number:	W000004490 X
Telephone Number:	602/273-1253
Fax Number:	602/231-8581
Contact Person:	Paul Taylor
E-mail Address:	<a href="mailto:pros@colormark.com">pros@colormark.com</a>
Company Web Site:	<a href="http://www.colormark.com">www.colormark.com</a>
Certificates of Insurance	Required
Contract Period:	To cover the period ending <b>June 30, 2011.</b>